

The Grant Institute's Grants 101: Professional Grant Proposal Writing Workshop will be held at the University of Montana, Missoula, July 16 - 18, 2007. Interested development professionals, researchers, faculty, and graduate students should register as soon as possible, as demand means that seats will fill up quickly. Please forward, post, and distribute this e-mail to your colleagues and listservs.

All participants will receive certification in professional grant writing from the Institute. For more information call (888) 824 - 4424 or visit The Grant Institute at [www.thegrantinstitute.com](http://www.thegrantinstitute.com).

Please find the program description below:

The Grant Institute  
Grants 101: Professional Grant Proposal Writing Workshop  
will be held at the  
University of Montana, Missoula  
Missoula, Montana  
July 16 - 18, 2007  
8:00 AM - 5:00 PM

The Grant Institute's Grants 101 course is an intensive and detailed introduction to the process, structure, and skill of professional proposal writing. This course is characterized by its ability to act as a thorough overview, introduction, and refresher at the same time. In this course, participants will learn the entire proposal writing process and complete the course with a solid understanding of not only the ideal proposal structure, but a holistic understanding of the essential factors, which determine whether or not a program gets funded. Through the completion of interactive exercises and activities, participants will complement expert lectures by putting proven techniques into practice. This course is designed for both the beginner looking for a thorough introduction and the intermediate looking for a refresher course that will strengthen their grant acquisition skills. This class, simply put, is designed to get results by creating professional grant proposal writers.

Participants will become competent program planning and proposal writing professionals after successful completion of the Grants 101 course. In three active and informative days, students will be exposed to the art of successful grant writing practices, and led on a journey that ends with a masterful grant proposal.

Grants 101 consists of three (3) courses that will be completed during the three-day workshop.

#### (1) Fundamentals of Program Planning

This course is centered on the belief that "it's all about the program." This intensive course will teach professional program development essentials and program evaluation. While most grant writing "workshops" treat program development and evaluation as separate from the writing of a proposal, this class will teach students the relationship between overall program planning and grant writing.

#### (2) Professional Grant Writing

Designed for both the novice and experienced grant writer, this course will make each student an overall proposal writing specialist. In addition to teaching the basic components of a grant proposal, successful approaches, and the do's and don'ts of grant writing, this course is infused with expert principles that will lead to a mastery of the process. Strategy resides at the forefront of this course's intent to illustrate grant writing as an integrated, multidimensional, and dynamic endeavor. Each student will learn to stop writing the grant and to start writing the story. Ultimately, this class will illustrate how each component of the grant proposal represents an opportunity to use proven techniques for generating support.

#### (3) Grant Research

At its foundation, this course will address the basics of foundation, corporation, and government grant research. However, this course will teach a strategic funding research approach that encourages students to

see research not as something they do before they write a proposal, but as an integrated part of the grant seeking process. Students will be exposed to online and database research tools, as well as publications and directories that contain information about foundation, corporation, and government grant opportunities. Focusing on funding sources and basic social science research, this course teaches students how to use research as part of a strategic grant acquisition effort.

#### Registration

\$597.00 tuition includes all materials and certificates.

Each student will receive:

- \*The Grant Institute Certificate in Professional Grant Writing
- \*The Grant Institute's Guide to Successful Grant Writing
- \*The Grant Institute Grant Writer's Workbook with sample proposals, forms, and outlines

#### Registration Methods

- 1) On-Line - Complete the online registration form at [www.thegrantinstitute.com](http://www.thegrantinstitute.com) under Register Now. We'll send your confirmation by e-mail.
- 2) By Phone - Call (888) 824 - 4424 to register by phone. Our friendly Program Coordinators will be happy to assist you and answer your questions.
- 3) By E-mail - Send an e-mail with your name, organization, and basic contact information to [info@thegrantinstitute.com](mailto:info@thegrantinstitute.com) and we will reserve your slot and send your Confirmation Packet.

*You have received this invitation due to specific educational affiliation. We respect your privacy and want to ensure that interested parties are made aware of The Grant Institute programs and schedules. This is intended to be a one-time announcement. In any event, you should not receive any more announcements unless there is a program next year in your area. To be unlisted from next year's announcement, send a blank e-mail to [unlist@thegrantinstitute.com](mailto:unlist@thegrantinstitute.com) and write "Unlist" in the subject line.*